

# Business Studies Curriculum plan

A Level

2021/2022

# Curriculum Map years 12 and 13

AQA A Level	
Year 12	Units 1 - 6
Year 13	Units 7 - 10

	Aut 1	Aut 2	Spr 1	Spr 2	Sum 1	Sum 2	
12 New	Unit 4: Operations		Unit 5: Finance		Unit 6: HR		
12 RGB	Unit 1: What is Business?		Unit 2: Managers, leadership and decision making		Unit 3: Marketing		
13 New	Unit 6: HR	Unit 7: strategic position			Unit 10: Managing Change	Revision for exams	
13 RGB	Unit 8:		Unit 9: How to pursue strategies		Revision for exams		

# Year 12

	Aut 1	Aut 2	Spr 1	Spr 2	Sum 1	Sum 2
Topics	Unit 4 and Unit 1 <ul style="list-style-type: none"> <li>• What is operations</li> <li>• Operational performance</li> <li>• Efficiency and productivity</li> <li>• What is business</li> <li>• Different forms of business</li> <li>• Share prices</li> <li>• Market capitalisation</li> </ul>	Unit 4 and 1 <ul style="list-style-type: none"> <li>• Quality</li> <li>• Inventory and Supply Chains</li> <li>• Different business forms</li> <li>• PESTLE</li> </ul>	Unit 5 and 2 <ul style="list-style-type: none"> <li>• What is the finance department</li> <li>• Aims and objectives</li> <li>• Costs/revenue/profit</li> <li>• Different forms of profit</li> <li>• Budgets</li> <li>• Cashflow</li> <li>• Breakeven</li> <li>• Leadership styles</li> <li>• Blake mouton grid</li> <li>• Scientific v hunch decision making</li> <li>• Tannenbaum and Schmidt</li> <li>• Decision trees</li> <li>• Stakeholder groups</li> </ul>	Unit 5, 2 and intro to 6 <ul style="list-style-type: none"> <li>• Analysing profits</li> <li>• Sources of finance</li> <li>• Improving cashflow and profits</li> <li>• Stakeholders</li> </ul> Unit 3: Marketing <ul style="list-style-type: none"> <li>• Marketing objectives</li> <li>• Types of research and market mapping</li> <li>• Sampling</li> <li>• Extrapolation</li> <li>• Intro to unit 6</li> </ul>	Unit 6 and 3 <ul style="list-style-type: none"> <li>• Hard v Soft HRM</li> <li>• Labour turnover rates (calculations)</li> <li>• HR Flow</li> <li>• Hackman and Oldham</li> <li>• Organisational structure</li> <li>• PED and YED</li> <li>• Market segmentation</li> <li>• Intro the the 7 P's</li> </ul>	Unit 6 and 3 <ul style="list-style-type: none"> <li>• Tall v Flat structures</li> <li>• Centralised v decentralised</li> <li>• Recruitment/selectio n/training</li> <li>• Motivational techniques and theorists.</li> <li>• Employer/employee relations</li> <li>• Product</li> <li>• Price</li> <li>• Place</li> <li>• Promotion</li> <li>• People</li> <li>• Process</li> <li>• Physical Environment</li> </ul>
Key terms	As per topic/lesson					
Skills	A01, A02, A03 and A04	A01, A02, A03 and A04	A01, A02, A03 and A04	A01, A02, A03 and A04A3a	A01, A02, A03 and A04	A01, A02, A03 and A04
Assessments:	Mini knowledge assessment based on all content so far –www/ebi score and grade	Mini knowledge assessment based on all content so far – www/ebi score and grade	<b>Assessment window 1:</b> Formal mini mock calculations, data response up to 16 marker	Mini knowledge assessment based on all content so far – www/ebi score and grade	Mini knowledge assessment based on all content so far – www/ebi score and grade	<b>Assessment window 2:</b> Formal mock calculations, data response up to 20 marker

Homework tasks	<ul style="list-style-type: none"> <li>• Revision for assessment</li> <li>• 9 and 16 mark questions</li> <li>• Flip learning research tasks using current affairs</li> </ul>	<ul style="list-style-type: none"> <li>• Revision for assessment</li> <li>• 9 and 16 mark questions</li> <li>• Flip learning research tasks using current affairs</li> </ul>	<ul style="list-style-type: none"> <li>• Revision for assessment</li> <li>• 9 and 16 mark questions</li> <li>• Flip learning research tasks using current affairs</li> </ul>	<ul style="list-style-type: none"> <li>• Revision for assessment</li> <li>• 9 and 16 mark questions</li> <li>• Flip learning research tasks using current affairs</li> </ul>	<ul style="list-style-type: none"> <li>• Revision for assessment</li> <li>• 9 and 20 mark questions</li> <li>• Flip learning research tasks using current affairs</li> </ul>	<ul style="list-style-type: none"> <li>• Revision for assessment</li> <li>• 9 and 20 mark questions</li> <li>• Flip learning research tasks using current affairs</li> </ul>
Interleaving	<p>High frequency low stakes quizzes Interlinking both units</p>	<ul style="list-style-type: none"> <li>• High frequency low stakes quizzes</li> <li>• Interlinking both units</li> <li>• Motivational techniques</li> </ul>	<ul style="list-style-type: none"> <li>• High frequency low stakes quizzes</li> <li>• Interlinking all units</li> <li>• Different business forms</li> <li>• Trade credit</li> <li>• Motivational techniques</li> <li>• Organisational structures</li> </ul>	<ul style="list-style-type: none"> <li>• High frequency low stakes quizzes</li> <li>• Interlinking all units</li> <li>• Operations – quality/methods of production/kaizen</li> <li>• Different business forms</li> <li>• Corporate/functional aims and objectives</li> </ul>	<p>High frequency low stakes quizzes Interlinking all units</p> <ul style="list-style-type: none"> <li>• Motivational techniques</li> <li>• Labour productivity</li> <li>• Labour costs</li> <li>• Unit costs</li> <li>• Quality</li> <li>• Customer needs</li> <li>• Leadership styles</li> <li>• Organisational structure</li> </ul>	<p>Mock paper incorporating content from the whole year.</p> <ul style="list-style-type: none"> <li>• Labour productivity</li> <li>• Labour costs</li> <li>• Unit costs</li> <li>• Quality</li> <li>• Customer needs</li> <li>• Leadership styles</li> <li>• Organisational structure</li> </ul>

# Year 13

	Aut 1	Aut 2	Spr 1	Spr 2	Sum 1	Sum 2
Topics	End of unit 6 & 3; unit 7 and unit 8 <ul style="list-style-type: none"> <li>• Motivation</li> <li>• Employer/employee relations</li> <li>• Mission statements and corporate aims and objectives</li> <li>• SWOT</li> <li>• Balance sheets/income statements</li> <li>• Ratio analysis</li> <li>• Strategic Direction</li> <li>• Choosing markets to compete in</li> <li>• Ansoff's Matrix</li> <li>• Strategic positioning</li> <li>•</li> </ul>	Unit 7 and 8 <ul style="list-style-type: none"> <li>• Ratio analysis and its value</li> <li>• Overall performance</li> <li>• Norton's Balanced Scorecard and Elkington's Tripple Bottom Line</li> <li>• Political and Legal change</li> <li>• Porters generic strategies</li> <li>• Bowmans strategic clock</li> <li>• Influences on positioning</li> <li>• Value of positioning</li> <li>• Competitive advantage</li> <li>•</li> </ul>	Unit 7 and unit 9 <ul style="list-style-type: none"> <li>• Economic change</li> <li>• Social and technological change</li> <li>• Carolls CSR Pyramid</li> <li>• Ethics</li> <li>• Porters Five Forces</li> <li>• Investment appraisals</li> <li>• Causes and pressures for change</li> <li>• Organic v external growth</li> <li>• Methods of growth</li> <li>• Retrenchment</li> <li>• Experience curve</li> <li>• Griener's model</li> <li>• Economic change</li> <li>• What is innovation</li> <li>• R&amp;D</li> <li>• Intrapreneurship</li> <li>• IP</li> <li>•</li> </ul>	Unit 7; 9 and 10 <ul style="list-style-type: none"> <li>• Lewins force field model</li> <li>• Flexible organisation; Handy</li> <li>• Barriers to change: Kottler and Schlesinger</li> <li>• Importance of culture; Handy</li> <li>• Hofstede's national cultures and influences on it.</li> <li>• International markets</li> <li>• Attractiveness of international markets</li> <li>• Bartlett and Goshal</li> <li>• Impact of internationalisation on functional areas</li> <li>• Strategic implementation</li> <li>• CPA</li> <li>• Difficulties in decision making.</li> <li>•</li> </ul>	Revision and Exam prep	
Key terms	As per handouts					

Skills	A01, A02, A03 and A04	A01, A02, A03 and A04	A01, A02, A03 and A04	A01, A02, A03 and A04A3a	A01, A02, A03 and A04	A01, A02, A03 and A04
Assessments:	Mini knowledge assessment based on all content so far – www/ebi score and grade	<b>Assessment window 1:</b> Formal mini mock calculations, data response up to 20 marker	Mini knowledge assessment based on all content so far – www/ebi score and grade	<b>Assessment window 2:</b> Formal mocks. 2 papers: Paper 2 and paper 3	Mini knowledge assessment based on all content so far – www/ebi score and grade	Exams
Homework tasks	<ul style="list-style-type: none"> <li>• Revision for assessment</li> <li>• 9 and 16 and 20 mark questions</li> <li>• Flip learning research tasks using current affairs</li> </ul>	<ul style="list-style-type: none"> <li>• Revision for assessment</li> <li>• 16, 20 and 24 mark questions</li> <li>• Flip learning research tasks using current affairs</li> </ul>	<ul style="list-style-type: none"> <li>• Revision for assessment</li> <li>• 20, 24 and 25 mark questions</li> <li>• Flip learning research tasks using current affairs</li> </ul>	<ul style="list-style-type: none"> <li>• Revision for assessment</li> <li>• 20, 24 and 25 mark questions</li> </ul>	<ul style="list-style-type: none"> <li>• Revision for exams – various exam questions ranging across all skills and content.</li> </ul>	<ul style="list-style-type: none"> <li>• Revision for exams – various exam questions ranging across all skills and content.</li> </ul>
Interleaving	<ul style="list-style-type: none"> <li>• High frequency low stakes quizzes relating to year 12 and 13 content</li> <li>• Market capitalisation</li> <li>• Sources of finance</li> <li>• Leadership styles</li> <li>• Different measures of profit</li> <li>• Costs/revenue</li> <li>• Cash flow</li> <li>• Motivation</li> </ul>	<ul style="list-style-type: none"> <li>• High frequency low stakes quizzes relating to year 12 and 13 content</li> <li>• PESTLE</li> <li>• SWOT</li> <li>• Profits</li> <li>•</li> </ul>	<ul style="list-style-type: none"> <li>• High frequency low stakes quizzes relating to year 12 and 13 content</li> <li>• Market research methods</li> <li>• Extrapolation</li> <li>• Leadership styles</li> <li>• Aims and objectives</li> <li>• SWOT</li> <li>• PESTLE</li> </ul>	<ul style="list-style-type: none"> <li>• High frequency low stakes quizzes relating to year 12 and 13 content</li> <li>• Handy’s flexible organisation in terms of unit 10 and unit 8</li> <li>• Motivation</li> <li>• Retrenchment</li> <li>• HR flow</li> <li>• Leadership styles</li> <li>• Innovation</li> <li>• Competition laws</li> </ul>	<ul style="list-style-type: none"> <li>• High frequency low stakes quizzes relating to the whole course</li> <li>• Exam paper practice</li> </ul>	

	<ul style="list-style-type: none"><li>• IP</li></ul>				
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